

Regional Sales Manager - Midwest

Why Choose the Lesker Company?

Join the Kurt J. Lesker Company (KJLC) Team and accelerate your sales career. This is an exciting opportunity to work with many of the most advanced companies in the world. These companies are developing solutions to meet the demands of an ever-changing technology ecosystem. In this role, you will have an opportunity to interface with forward thinking Tech organizations in the semiconductor, aerospace, government, university, medical, and optical markets to name a few. At KJLC we pride ourselves on being industry leading Vacuum Experts and right now the vacuum science and technology markets are expanding at a rapid pace.

Job Summary

The position of Regional Sales Manager (RSM) is a technical outside sales role. The RSM carries an overriding responsibility to contribute to corporate sales and marketing efforts by building and managing a geographic sales territory. Having a keen sense of urgency to internal and external customers is paramount, effective communication is the key to our customers' success. RSMs are responsible for sales of all products and services from the four business segments of KJLC and for an annual sales budget.

This position will cover the Midwest Region of the U.S. including Illinois, Wisconsin, Minnesota, Iowa, Missouri, Indiana, and Kentucky.

Key Job Responsibilities:

- Responsible for broad and efficient sales coverage within a territory sales team.
- Cultivate and nurture strong internal and external relationships.
- Must possess a high degree of technical competence and professionalism.
- Work with inside sales and customer service regularly to build connected teams via professional, team-oriented and constructive communication.
- Bring innovative ideas to meet the changing sales and marketing needs of the organization.
- Responsible for providing market feedback and participating in corporate marketing efforts.

Qualifications

- Engineering, science or business training with commensurate degree and/or appropriate prior sales experience.
- Advanced selling skills, vertical market knowledge, and technical aptitude are necessary.
- Ability to analyze client business requirements and develop creative solutions.

Benefits & Awards

- Medical, Vision, Dental, Life, and Disability Insurance
- Paid Time Off
- 401K Match
- Flexible Spending Plan
- On site Gym and Running Trail
- Employee Engagement and Sustainability Programs
- PBT's Best Places to Work
- Business Ethics Award
- Advanced Manufacturing Award
- Competitive Wages

The Kurt J. Lesker Company is an Equal Opportunity Employer/Vets/Disability